



October 2012



Report from Hershey

Believe it or not, Karen, Cole & I found more to get excited about at Hershey than rivers of chocolate. Indeed, this show was exciting and vibrant every step of the way.

From the very first day, we found ourselves hitting the ground running. Lots of familiar faces greeted us and the reception was overwhelming. Consumer confidence was high.

The Pennsylvania show awarded New Horizons a record number of sales . . . and our newest 41' Majestic Show Model found a new home as well. We are excited to welcome five new couples into the New Horizons family of owners.

In November, we will be heading south. If you're in Florida or nearby, don't miss this opportunity to visit us at The Good Sam Rally in Daytona Beach November 2-4.

From the desk of Phil Brokenicky, President/CEO

Internet On The Road Taking Advantage of the Cellular Carriers' New Plans

Jack Mayer, www.jackdanmayer.com
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As full-time RVers, we are always looking for better ways to reliably connect to the Internet. With the recent addition of shared data plans by AT&T and Verizon, I looked at how we could take advantage of this plan to reduce our costs and still have dependable Internet service via the cellular system.

For those not familiar with the shared data plans, these plans change the way that you look at data usage over the cellular system. The carriers are evolving rapidly towards a data-only system – where voice is carried over the data links, not over a separate network that exists in parallel with the data network. Eventually, everything in the cellular network will be carried as data – there will be no “voice.” As a first step in this direction, the shared data plans change the way you buy data capability from the carriers. Instead of having to buy a “chunk” of data (on Verizon 2GB) with your Smartphone plan that is only able to be used by that phone, you now buy a “pool” of data that is used by all the devices on your plan. This is identical to the way the “family plan” for voice has worked in the past. And with the shared data plans you get “free” voice and text – so no more worries about how long you talk to someone, or how many texts your kids and grandkids send to you.

How does this play out in practice? Let’s use our own situation as an example. Both Danielle and I have a Smartphone with a minimum data plan (2GB on Verizon for \$30/month), and we have other family members on our Family Plan account. Four phones total share the minimum Family Plan of 700 minutes on Verizon. We also have a cellular aircard that is a separate account (5GB of data). If I wanted to add a tablet computer with cellular capabilities I would have to buy another data plan for \$30/month. That would total four data plans for us (two Smartphones, one aircard, and the tablet). That is a lot of money, and it adds up fast as you add devices. Obviously, this discourages additional data devices.

Under the new shared data plan I can buy a pool of data and all my devices will share from that pool. If I buy an 8GB data pool for \$90 then I “save” \$30 over the individual plans. But not so fast...I still have to pay for the individual devices: \$30 each per Smartphone and \$40 each per “feature” phone. (Notice how the feature phones cost more – this is incentive to upgrade to Smartphones that can operate on the data-only network. Remember, I said that eventually there is going to be no “voice” network.) On the new plan, instead of \$60/month for my aircard I only have to pay \$20. And the new tablet I am considering only costs \$10/month. In the end, it works out to be a little cheaper and I get unlimited voice and unlimited text plus free Smartphone hotspots. For many people that is an additional savings.

While it is worthwhile looking at the new plans for the savings alone, how does this help with Internet connectivity? Well, for one thing you have the possibility of eliminating the aircard or MiFi device that you might currently be paying on average \$60/month. You can achieve this by using the “free” hotspot on your Smartphone. For those unfamiliar with Smartphone hotspots, this software feature allows the phone to be used like a MiFi device. In other words, when the hotspot software is running on a phone, multiple other devices such as laptops, tablets and eReaders can connect to a phone (and thus the Internet) over WiFi. Yes, your phone is turned into a WiFi hotspot just like a MiFi. On the new plans this feature is free – on the old plans it was \$20/month (Verizon). So how would one use a hotspot? I use it when I am away from my coach and want to use my netbook. If I want to do computing that is best done with a keyboard (instead of my Smartphone) I simply turn on the hotspot on my Smartphone and the netbook can connect to the Internet just like in Starbucks, McDonalds or in my RV. That is just one use of the hotspot.

Uses of the hotspot work just fine when the phone is present, but what if you leave your RV and take the phone with you? How do devices “left behind” connect to the Internet then? Well, if another Smartphone is present at the RV then they could connect over that other phone. But that

means connecting to a new network. To simplify the network issues you might choose to use a WiFiRanger Go or WiFiRanger Pro router as the core of your RV network. This router has the capability of picking up any WiFi hotspot and using it to connect to the Internet. Locally, in your RV, you always connect to the WiFiRanger network and you do not have to know anything about what phone is being used to supply the Internet connection. This is all done automatically behind the scenes. So phones can come and go from the RV and as long as there is one phone hotspot present, the WiFiRanger will use it to connect to the Internet. If all phones leave the RV and there is an RV park WiFi network present then that will be used by the WiFiRanger to connect to the Internet – all automatically. Users in the RV only need know about the WiFiRanger and log onto that.

The WiFi Ranger intelligent router is an option on any New Horizons coach and can be factory installed. Along with the WiFi Ranger you can also specify amplification equipment and external antennas for boosting the cellular signal and the WiFi signals. New Horizons continues to lead the RV industry in factory-installed, state-of-the art communications options.

This can all be very confusing for non-technical readers. For users of Verizon and AT&T services, I recommend that you take your current cellular charges/devices and use the new shared data plan pricing table to compare your total pricing. Then consider the additional benefits of the shared data plan (free minutes, texting, and hotspots) and see if these are of additional benefit to your particular circumstances. Also consider if additional devices – such as cellular-enabled tablets – become viable from a pricing perspective when you share data and do not have to sign up for a separate data plan for that device. It will become fairly obvious which plan works best for your particular needs when you work through the re-pricing scenario.

And as always, I'm happy to answer questions directly.

Meet Jani & Cec Romero – New Horizons Ambassadors in Southern California

By Marty Wellington

Palm Springs, California will be a bit brighter this winter when Jani & Cec Romero return to town to stay in their 2012 New Horizons Majestic at Desert Shadows Resort.

As long-term RVers, the Romeros are excited to start their second winter in their New Horizons and to be New Horizons Ambassadors. “We believe in the New Horizons product and we want to ensure that anyone in the Palm Springs area who wants to see the quality and beauty of the Majestic will feel welcome to visit us and see first hand how well they are built.”

The Romeros love Palm Springs because the weather is great and their park offers a wide variety of activities. Their time there has also afforded them many wonderful life-long friends. As an avid golfer, Cec enjoys the beautiful golf courses in Palm Springs. And, Jani has found wonderful quilt shops and classes in the community as well as other quilters at the park.

In fact, Jani had New Horizons custom design a bench style dinette in their living area in order to have room to set up her sewing machine for sewing and quilting.



Jani & Cec have been married 43 years and have three children and five grandchildren who live close by in Reno, NV and Danville, CA so that keeps them busy as well.

When not in Palm Springs, they enjoy attending RV rallies, seeing national parks, and traveling to Canada to visit friends—all in their Super C Bigfoot RV.

To visit the Romeros and their 42' Majestic (from November through April), you can contact them at: wolfracks2@sbcglobal.net.

New Videos Feature Customer Delivery Process

By Marty Wellington

Thanks to New Horizons Ambassadors Stuart & Lynn Jeffries we now have an extensive series of video clips from the Jeffries' delivery process during Fall 2011 when they picked up their 2012 Majestic. Stuart graciously shot more than 6 hours of video during the delivery and then has been working to categorize, edit and organize the clips for sharing on our YouTube Channel. Just some of the topics covered include: CO detector, basement electrical panel, awnings, water heater/winterization, and emergency exit windows.

The first four videos are now uploaded on our YouTube Channel and more than 20 will be added over the coming weeks.

Since New Horizons is a custom builder, not every product or service is included in this series – just those key areas pertinent to the Jeffries' Majestic. Also, we try to tailor each orientation specifically to the customer's needs. So, if they have never RVED before, the demonstrations may be more detailed. We hope that these videos will be informative and give potential customers a flavor for the attention to detail we strive to bring to every new customer orientation.



RECIPE OF THE MONTH— (from www.kitchenstewardship.com)

Crock Pot Curried Sweet Potato & Carrot Soup

2 large sweet potatoes, peeled and cut into chunks
2 cups baby carrots (almost 1 pound)
1 small onion, chopped
 $\frac{3}{4}$ tsp curry powder
 $\frac{1}{2}$ tsp salt
 $\frac{1}{2}$ tsp black pepper
 $\frac{1}{2}$ tsp cinnamon
 $\frac{1}{4}$ tsp ginger
4 cups chicken or vegetable broth
1 Tbsp maple syrup
 $\frac{3}{4}$ cup cream

Place potatoes, carrots, onion, curry powder, salt, pepper, cinnamon and ginger in a greased crock pot. Add broth and stir. Cover and cook on low for 7-8 hours. Puree soup in a blender a few cups at a time or use an immersion blender. Stir in maple syrup and cream.

STAY IN TOUCH WITH US--Facebook (give us the “thumbs up” as you hit the “Like” button); join the New Horizons Owners Group Forum (NHOG) at <http://www.irv2.com/forums/f269>; visit our new YouTube Channel at <http://www.youtube.com/user/NewHorizonsRV?feature=mhee> or stop by next time you're in Central Kansas.

As always, we hope to see you down the road.

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